

Message Text

CONFIDENTIAL

PAGE 01 MUSCAT 01516 110607Z

22-12

ACTION EB-03

INFO OCT-01 SS-14 ISO-00 NEA-07 NSC-05 NSCE-00 INR-05

CIAE-00 L-01 /036 W

----- 093677

R 110350Z DEC 76

FM AMEMBASSY MUSCAT

TO SECSTATE WASHDC 2727

INFO AMEMBASSY CAIRO

C O N F I D E N T I A L MUSCAT 1516

LIMDIS

E.O. 11652: GDS

TAGS: EAIR, BEXP, MU

SUBJECT: AIRPORT NAVAIDS TENDER: ATTEMPTED GRAFT BY DGCA OFFICIAL

1. WE HAVE RECEIVED WORD FROM AN EXPATRIATE ADVISOR TO OMAN DGCA THAT SEALED BIDS ON THE AIRPORT RADIO NAVAID TENDER HAVE ALREADY BEEN OPENED AND EVALUATED. THE CLEAR WINNER IS E-SYSTEMS, WHICH SUBMITTED THE LOWEST BID ALONG WITH TECHNICALLY THE BEST EQUIPMENT. STANDARD LORENZ (GERMANY), WILCOX (U.S.), PHILLIPS (NETHERLANDS), PLESSEY (U.K.) AND TELECOM (U.S.) FOLLOWED, IN ORDER OF LOWEST TO HIGHEST PRICE. E-SYSTEMS AND WILCOX WERE ONLY COMPANIES WHICH STRICTLY FOLLOWED THE TENDER SPECIFICATIONS.

2. DGCA PUBLIC TENDER IS A COMMENDABLE STEP BY OMANGOV AWAY FROM NEGOTIATING BIDDING PRACTICES OF THE PAST. E-SYSTEMS WOULD HAVE NO DIFFICULTY WINNING THE BID IF OBJECTIVE CRITERIA WERE FOLLOWED. UNFORTUNATELY, THERE ARE ALLEGATIONS OF COLLUSION BETWEEN WILCOX'S MIDDLE EAST REPRESENTATIVE AND EGYPTIAN ADVISOR TO THE DGCA AHMED KADRI EL-HARTY. PRICING INFORMATION ON RESULTS OF BIDDING WAS LEAKED IMMEDIATELY TO WILCOX REP, AND EL-HARTY PRESSED STRONGLY FOR ACCEPTANCE OF WILCOX PACKAGE. SOME SUSPECT THE EL-HARTY IS EXPECTING A KICKBACK FROM WILCOX ON THE CONTRACT.

3. COMMENT: THIS IS NOT THE FIRST TIME THAT EL-HARTY HAS ALLEGEDLY BEEN INVOLVED IN SUCH PRACTICES. HE WAS REPUTED TO HAVE TRIED
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 MUSCAT 01516 110607Z

A SIMILARLY IMPROPER DEAL WITH AEROCOM IN EGYPT A FEW YEARS

AGO. EXPATRIATE ADVISERS AT AIRPORT ARE PLANNING A PRIVATE
TALK WITH DGCA SALIM BIN NASSIR TO PUT A STOP TO EL-HARTY'S
ATTEMPT.
WOLLE

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), NAVIGATIONAL AIDS, AIRPORTS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 DEC 1976
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MUSCAT01516
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760457-1083
From: MUSCAT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761251/aaaabrnf.tel
Line Count: 65
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: LIMDIS
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUN 2004 by BoyleJA>; APPROVED <04 OCT 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AIRPORT NAVAIDS TENDER: ATTEMPTED GRAFT BY DGCA OFFICIAL
TAGS: EAIR, BEXP, MU
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006